



# **Small Business Innovation Research (SBIR) Program**

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Small Business Innovation Research (SBIR) Program

# SBIR Legislation



- Reauthorized through October 2000
- Increased Financial Participation
  - 2.5% -- FY97 and Beyond
- Increased Phase I and II Limits
  - Phase I Generally \$100K
  - Phase II Generally \$750K

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## SBIR Laws

- Reauthorized through 2000
- More money
- Larger awards

## SBIR Legislation (cont.)



- Data Rights
  - Protected For At Least 4 Years
- Government Equipment -- 2 years after Contract Completion
- Commercial Potential is Very Important Consideration

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### More SBIR Laws

- Protected data rights.
- Keep government equipment for 2 years.
- Commercial potential is very important.

## New SBIR Program Changes



### Company Commercialization Reports

- Phase I -- One page strategy for moving your technology into widespread commercial use;
- Phase II -- Two page report answering specific strategic questions:
  - What will be your first product?
  - Who will your customers be?
  - What is the size of your market?
  - Who are your competitors and what is your advantage?

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#### New Changes

##### Company Commercialization Reports:

- Phase I — One-page strategy for moving your technology into widespread commercial use
- Phase II — Two-page report answering specific strategic questions, such as size of market and identity of competitors

## **FY98.1 DoD SBIR Solicitation**



- Approx. 490 Topics valued at \$37 Million
- Presolicitation -- Approx. 20 Aug 97
  - <http://www.acq.osd.mil/sadbu/sbir> (DoD SBIR Homepage)
  - <http://iridium.nttc.edu/nttc.html> (National Tech Transfer Ctr)
- DoD SBIR Info. Line & Mailing List:
  - 1-800-382-4634 (8AM to 8PM EST)

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Helpful web pages for locating the topics online.

The phone number for the DoD SBIR information line.

## DARPA Topics



- |     |  |                |
|-----|--|----------------|
| 001 | Surf Zone Reconnaissance   |                |
|     | Dr. Allan Steinhardt   | (703) 696-2331 |
| 002 | Free-Flight Demonstration of Hypersonic Air-Breathing<br>Supersonic Combustion Ramjet Propulsion               |                |
|     | LTC Walt Price   | (703) 696-7500 |
| 003 | Collaborative Engineering Decision Support for<br>Distributed Design of Complex Electro-Mechanical<br>Products |                |
|     | Dr. Kevin Lyons  | (703) 696-2314 |

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Titles and POCs for DARPA's topics in the upcoming 98.1 DoD SBIR solicitation.

## DARPA Topics (cont.)



004 Three Dimensional Matrices for Cellular and  
Multicellular Biointerfaces

Dr. Alan Rudolph (703) 696-2240

005 Lifting Vehicle for Forward-Deployed Combat Units

LTC William Johnson (703) 816-5951

006 Lightweight Imaging Sensor System

LTC William Johnson (703) 816-5951

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More titles and POCs.

## SBIR EVALUATION CRITERIA



- (1) Soundness, technical merit, and innovation;
- (2) Qualifications of the PI, including not only ability to do the work, but also the ability to commercialize the results;
- (3) Potential for commercial (government or private sector) applications.

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Three SBIR Evaluation Criteria for the DoD SBIR Solicitation

- (1) Soundness, technical merit, and innovation
- (2) Qualifications of the PI, including not only ability to do the work, but also the ability to commercialize the results
- (3) Potential for commercial (government or private sector) applications



## Specific DARPA Requirements



- DARPA Phase I contracts are limited to \$99,000;
- Phase I contracts will be firm fixed-price;
- Phase II contracts are typically funded at \$375,000, with additional funds available for optional tasks. The entire effort is not to exceed \$750,000.

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### DARPA Specifics

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- Phase I contracts will be firm fixed price.
- Phase II contracts are typically funded at \$375,000, with additional funds available for optional tasks. The entire effort is not to exceed \$750,000.

## Specific DARPA Requirements (cont.)



- Cost proposals are considered binding for a period of 180 days from the closing of the solicitation;
- Proposal must include a SOW that does not contain proprietary information;
- Successful offerors will be expected to begin work no later than 30 days after contract award.

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# **Small Business Technology Transfer (STTR) Program**

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Introduction slide for the STTR Program.

## Small Business Technology Transfer (STTR) Program



- PL 102-564 Signed October 28, 1992, Estab. STTR
- Expected to be reauthorized through 2002
  - Legislation Pending
- FY94 -- .05%
- FY95 -- .10%
- FY96 -- .15%
- FY97 -- .15% of Extramural
- Cooperative R&D
- <sup>12</sup> ▪ Small Business and a University, FFRDC, or Non-Profit

STTR Laws

Percent of the budget.

Must be a cooperative effort between a small business and a university, FFRDC or non-profit.

## Small Business Technology Transfer (STTR) Program



- Small Business Can Now Exploit Research with Commercial Promise from the Universities, Federally-Funded Research and Development Centers, and Non-Profit Research Institutions
- Small Business Must Conduct a Minimum of 40% of the Research
- A Minimum of 30% of the Research Must Be by the Institution

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### STTR Specifics

- Small business can now exploit research with commercial promise from the universities, federally funded research and development centers, and non-profit research institutions.
- Small business must conduct a minimum of 40% of the research.
- A minimum of 30% of the research must be by the institution.

## SBIR / STTR High Tech Conferences



PLEASE PLAN TO ATTEND ONE OF THESE  
CONFERENCES

October 14 - 16      Washington, DC, Renaissance Hotel

October 27 - 29      Phoenix, AZ, Hyatt

SBIR Conference Center - DelaBarre & Associates

PHONE: (360) 683-5742

FAX: (360) 683-5391

SBIR Homepage: [www.zyn.com/sbir](http://www.zyn.com/sbir)

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Dates for the SBIR and STTR fall DoD conferences.

POCs, phone, fax, and homepage.



**M. Connie Jacobs**  
Program Manager  
Small Business Innovation Research (SBIR) Program  
and Industrial Liaison

DARPA/OASB	Office: (703) 526-4162
3701 North Fairfax Drive	Fax: (703) 841-5158
Arlington, VA 22203-1714	E-Mail: <a href="mailto:cjacobs@darpa.mil">cjacobs@darpa.mil</a>

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Business Card: Connie Jacobs' mailing address, phone number, and e-mail.